

Message Text

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17

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 TRSE-00 MC-02 AID-05

CIAE-00 FRB-01 INR-07 NSAE-00 XMB-04 OPIC-06 SP-02

CIEP-02 LAB-04 SIL-01 OMB-01 /055 W

----- 001317

R 032254Z MAR 75

FM AMEMBASSY OTTAWA

TO SECSTATE WASHDC 5795

AMCONSUL TORONTO

UNCLAS OTTAWA 0764

E.O. 11652: N/A

TAGS: EIND, CA

SUBJ: U.S. COMPUTER, PERIPHERAL EQUIPMENT, AND
RELATED PARTS IMPORTS FROM CANADA

REF: STATE 044748

1. DATA QUESTION DISCUSSED MARCH 3 WITH OFFICIAL IN
DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE, ELECTRICAL
AND ELECTRONICS BRANCH. CANADIAN EXPORT DATA ARE UNDER
CLASSIFICATION 771-21, OFFICIALLY DESCRIBED AS:

"ELECTROMECHANICAL TABULATING, ELECTRONIC COMPUTERS,
CARD PUNCHING, SORTING AND TABULATING MACHINES AND
PARTS." THIS IS A BASKET ITEM AND NO BREAKDOWNS ARE
AVAILABLE WITH RESPECT TO ITS COMPONENTS. EXPORTS
FOR 1970-74 WERE AS FOLLOWS (IN MILLIONS OF CANADIAN
DOLLARS).

YEAR	ALL COUNTRIES	U.S.
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1970	88	55
1971	133	112
1972	160	139
1973	135	90
1974 1/	143	NOT AVAILABLE

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1. PRELIMINARY ESTIMATE BASED ON 11 MONTHS DATA.

2. SOURCE SUGGESTED TECHNOLOGICAL SHIFT IN MARKET PLACE OCCURRING WHEREBY ELECTROMECHANICAL AND CARD PUNCHING EQUIPMENT ARE BECOMING OBSOLESCEANT AND TRADE IS LEVELING OFF. STATISTICS ON CANADIAN IMPORTS RPT IMPORT OF THESE ITEMS ARE AVAILABLE SEPARATELY AND THEY SHOW SIGNIFICANT DECLINES IN 1973 AND 1974 WHEREAS IMPORTS OF CALCULATING MACHINES AS WELL AS COMPUTERS AND PARTS ARE UP. ELECTROMECHANICAL AND CARD PUNCHING BUSINESS IS DOMINATED BY IBM, AND GOC DOES NOT HAVE ANY INFORMATION WITH RESPECT TO INTRA-COMPANY MOVEMENTS IN THIS AREA.

3. SINCE ITC UNABLE PROVIDE ANY MORE SPECIFIC INFORMATION WE ARE ASKING CONGEN TORONTO TO MAKE INQUIRIES WITH TRADE SOURCES. SHOULD DETAILED DESCRIPTION OF US IMPORT CATEGORY 714.3 DIFFER SIGNIFICANTLY FROM CANADIAN EXPORT CLASSIFICATION 771-21 DEPT SHOULD ADVISE PROMPTLY.

4. FOR TORONTO. WE ARE FORWARDING REFTTEL TO YOU. THIS INFORMATION IS IMPORTANT IN RELATION TO US PREPARATIONS FOR APRIL CONSULTATIONS WITH THE GOC. IF YOU CAN DEVELOP ANY EXPLANATION FROM INDUSTRY SOURCES, THIS WOULD BE VERY HELPFUL. THE TRADE ASSOCIATION CONCERNED IS THE CANADIAN BUSINESS EQUIPMENT MANUFACTURERS ASSOCIATION, 1 BREENSBORO DRIVE. (EMBOFFS NOT ACQUAINTED WITH ANY KNOWLEDGEABLE PERSON ON ITS STAFF). TCO HAS MET JIM TAPSELL IN CHARGE OF GOVERNMENT RELATIONS FOR IBM CANADA AND HE MAY BE WILLING TO ASSIST IN GETTING INFORMATION FROM THE COMPANY. ITC OFFICIALS WITH WHOM WE TALKED SUGGESTED APPROPRIATE CONTACT MIGHT BE MR. CORCORAN, IBM'S EXECUTIVE VICE-PRESIDENT IN CHARGE OF CANADIAN OPERATIONS. PLEASE PROVIDE PRELIMINARY REPORT TO DEPT., INFO EMBASSY, THIS WEEK. PORTER

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